

## Message Text

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73

ACTION ARA-17

INFO OCT-01 ADP-00 AID-20 CIAE-00 COME-00 EB-11 FRB-02

INR-10 NSAE-00 RSC-01 TRSE-00 XMB-07 OPIC-12 CIEP-02

LAB-06 SIL-01 SAL-01 OMB-01 L-03 CG-00 COA-02 RSR-01

/098 W

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R 301729 Z MAR 73

FM AMEMBASSY QUITO

TO SECSTATE WASHDC 7025

INFO AMCONSUL GUAYAQUIL

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FOR COMMERCE

E. O. 11652: N/A

TAGS: EFIS, EC

SUBJECT: U. S. PARTICIPATION IN GOE TENDER FOR FISHING COMPLEX

REF: QUITO 0344, 0923, 1062; STATE 049303

1. REGARDING STATUS OF BIDDING ON \$30 MILLION NATIONAL FISHING COMPLEX, MINISTRY OF NATURAL RESOURCES SUBSECRETARY FOR FISHERIES CAPITAN DE FRAGATA RODRIGO RIVADENEIRA INFORMED EMBOFF MARCH 26 THAT SOME SIXTY FIRMS HAD EXPRESSED INTEREST, BUT THAT SOME OF THESE UNDOUBTEDLY WOULD HAVE TO FORM INTO CONSORTIUM TO MEET GOE CONDITIONS OF \$200 MILLION CAPITALIZATION. OF THE SIXTY COMPANIES, FIVE ARE ALLEGEDLY BRITISH AND TWO ARE U. S.: BASIC FISHERIES RESOURCES, 530 BISCAYNE BLVD, MIAMI, AND INTERNATIONAL TRADE COMPANY, JACKSON, MISSOURI. RIVADENEIRA ALSO CALIMED HE WAS WORKING CLOSELY WITH A JAMES MATTSON OF INTER-OCEANIC FACTORS, INC., 110 WEST OCEAN BLVD., LONG BEACH, CALIF. INTER-OCEANIC HAS CONTRACT FOR TRAINING OF FISHING COMPANY PERSONNEL. RIVADENEIRA STATED THAT PROVISION FOR QUALIFICATION THAT BIDDING FIRMS HAVE SUPPORT OF THEIR GOVERNMENT MEANT

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SIMPLY THAT GOVERNMENT SHOULD BE ABLE TO VOUCH FOR FIRM AS WELL- ESTABLISHED AND " SERIOUS" COMPANY; IT DID NOT MEAN

BIDDER NEEDED FINANCIAL BACKING OR OFFICIAL APPROBATION OF OWN GOVERNMENT FOR PARTICIPATION.

2. OTHER SOURCES DURING PAST SEVERAL WEEKS HAVE INDICATED TWO OTHER U. S. FIRMS POSSIBLY INTERESTED IN BIDDING. ONE IS FAIRMONT ( NO FURTHER DETAILS KNOWN). OTHER IS RAYMOND INTERNATIONAL INC., RAYMOND CONCRETE PILE DIVISION, 7500 N. W. 68 TH STREET, MIAMI, FLORIDA. LOCAL ECUADOREAN REPRESENTATIVE, ALBERTO JUAREGUI, TOLD US RAYMOND IS BIDDING ON FISHING COMPLEX AS WELL AS ON NAVY DOCKYARDS ( SEE QUITO 0392). JUAREGUI SAYS 8-10 FIRMS ARE BIDDING ON COMPLEX, INCLUDING 3 JAPANESE ( MITSUBISHI, MITSUI, AND MARUBENI); ONE SWEDISH ( KOCKUMS); ONE GERMAN; ONE MEXICAN ; ONE SPANISH ( ASTILLEROS ESPANOLES); AND RAYMOND.

3. COMMENT: DEADLINE FOR SUBMITTING PRE- QUALIFICATION DOCUMENTS IF MARCH 30. NO OFFICIALS OF U. S. FIRMS INTERESTED IN BIDDING ON COMPLEX HAVE MADE THEMSELVES KNOWN TO EMBASSY, AND SKETCHY INFORMATION AVAILABLE HERE THUS FAR AFFORDS US NO INSIGHT INTO INTENTIONS OF U. S. FIRMS MENTIONED ABOVE. RIVADENEIRA INFORMED EMBOFF THAT PRE- QUALIFICATION DOCUMENTS FROM U. S. BIDDERS COULD BE ACCEPTED FOR AT LEAST ONE WEEK AFTER FORMAL MARCH 30 DEADLINE.  
BURNS

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\*\*\* Current Handling Restrictions \*\*\* n/a

\*\*\* Current Classification \*\*\* LIMITED OFFICIAL USE

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